RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

RJR Account #315288
Mr. J. Mitiguy
DOWLINGS, INC.

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear John:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

Product PO #608-A

DORAL B4G1F BRAND STYLEs	UPC Code	#/ (6M) Cases
Light King	12300-25291	2
Light 100	12300-25292	2
FF 100	12300-25293	2
Lt Men 100	12300-25294	2
Ult Lt 100	12300-25295	2
Box 100	12300-25296	2
Lt Box 100	12300-25297	2

Billing per 6M Case: **24 Savings Cartons**

Product Arrival: **May 18, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$3,171.14**

PARTNERS 'BONUS' REPORTING DESCRIPTION	'DOR JUN B8G2F'

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Source: https://www.industrydocuments.ucsf.edu/docs/lpmy0000

PROMOTION DESCRIPTION:

******* NO PACKING IS REQUIRED *******

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **$50.40 (14 (6M) case(s) @ $3.60)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: B. Cook
L. E. MacWilliams

Enclosure: Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

*** NO PACKING REQUIRED *** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.*

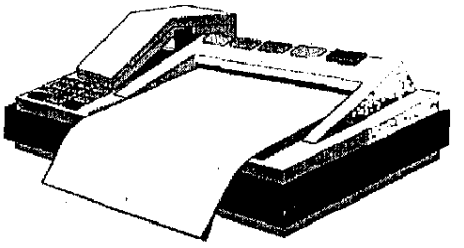
7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100 — 7 STYLES

S/REP	R/REP	RJR#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	VAP SIS#	VAP NAME	VAP SPL#	CARTONS PER STYLE	
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	CS	315288	DOWLINGS INC.	2684	30	
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	BI	315288	DOWLINGS INC.		30	
								315288 Total			2	CASE(S) PER STYLE

Source: https://www.industrydocuments.ucsf.edu/docs/lpmy0000

J. CAMPBELL
R. J. REYNOLDS TOBACCO CO.
(716) 634-4179
FAX (716) 634-3145

SENDING A FAX!!



DATE: 5-7-98

TO: J. MITIGUY (FAX #(802) 893-5110

NUMBER OF PAGES (INCLUDING COVER PAGE) 4

COMMENTS:

Hi John, PO Numbers have been set up as indicated on the attached correspondence. Any questions, please call.

Judy

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